



News from the Frontier of Innovation

July - August 2001

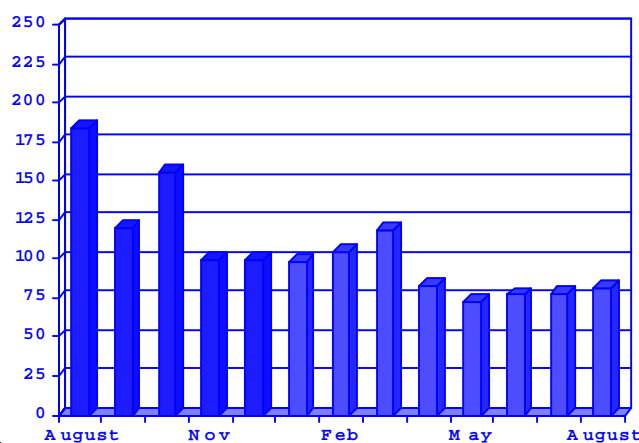
Monthly Activity Report from the Loudoun County Department of Economic Development
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New Prospect Activity:

Prospect activity for the months of July and August:

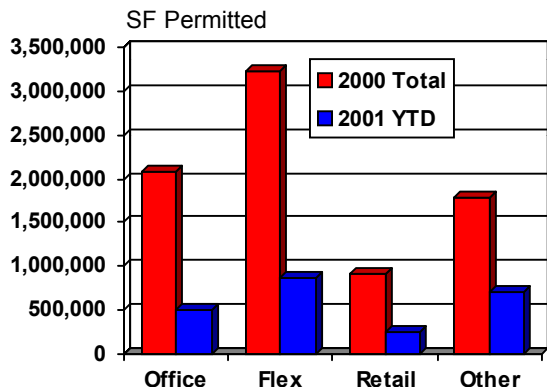
- @ Responded to 10 Requests for General Information
- @ Sent Out 50 Marketing Packages
- @ Delivered 12 Proposals and Presentations
- @ Worked with 15 New and 40 On-Going Prospects
- @ Issued 1 Open Door Certificate
- @ Prepared and Distributed 17 Large Mailings of the *Strategic Plan* and the *2000 Growth Summary*

Total Prospect Activity
August 2000 - August 2001



Construction Activity

Nonresidential Construction
2000 Total and 2001 January - July



So far in 2001, Loudoun County has permitted 2,476,580 square feet of nonresidential construction. The combined June and July value of new buildings (\$46,601,550) and alterations (\$9,512,774) is over \$56 million.

- Office - 53,056 SF in June and 0 SF in July
- Flex/Industrial - 126,934 SF in June and 138,732 SF in July
- Retail - 162,819 SF in June and 0 SF in July
- Other - 70,292 SF in June and 221,593 SF in July
- Taxable - 413,101 SF in June and 188,541 SF in July
- Route 28 - 189,531 SF in June and 33,690 SF in July

Announcements:

New Business

Servus Financial Corporation (www.servus.com) relocated its headquarters at the end of March from Herndon to 48,000 square feet at Ridgetop Circle in Loudoun Tech Center. Servus Financial, which was acquired by Wells Fargo two years ago, is a leading provider of high-quality, private label, and proprietary credit-based educational loan programs. Approximately 300 people are employed by the Loudoun Tech office.

ZonePay, Inc. (www.zonepay.com) has opened a 4,000 square foot office at Loudoun Business Park in Dulles. "Because life's too short to stand in line..." ZonePay focuses on *mobile commerce*, allowing consumers, using any cell phone with one stored ZonePay access number, to order and pay for products and services in seconds. Merchants also benefit from the increased efficiency, customer loyalty, and instant payment system allowed by the program. ZonePay currently has a staff of 12.

Hyperchip (www.hyperchip.com) has sub-leased temporary space at the former IP Optical location at Loudoun Tech Center in Dulles. Hyperchip is a Montreal-based Internet router and switch manufacturer, and the Dulles location is the company's first in the United States. Approximately 26 former IP Optical employees staff the new local Hyperchip office, and the group plans to lease 6,500 to 9,000 square feet in Dulles during the coming months.

Care of Trees (www.careoftrees.com) will hold a ground breaking ceremony September 17 to commemorate the start of construction on its 10,000 square foot headquarters and distribution facility at Mercure Business Park. Care of Trees is a professional consulting and contracting firm dedicated to the desire to preserve, enhance and protect trees. The company has developed a national reputation for its work in tree preservation, including advance work with site planners, landscape architects, builders, and homeowners. As part of their move to Mercure, Care of Trees will preserve trees from the construction site. The company will initially employ 35, but has plans to expand to 90 employees during the next five years.

Existing Business

Spectrum Access (www.spectrumaccess.com) has increased their space at Executive Drive in Concorde Industrial Park from 1,200 to 4,000 square feet, and added three new employees to their staff of six. Spectrum Access is a Wireless Internet Service Provider providing service to business, retail, and the wholesale ISP market.

Neustar (www.neustar.com) has leased an additional 45,000 square feet at Merritt @ Loudoun Tech Center. The company currently occupies 40,440 square feet at the same location. Neustar is a leading provider of critical clearinghouse services that enable communications networks to interoperate. The number of new employees from this expansion is undetermined.

Noteworthy:

Loudoun is featured in the July issue of the American Planning Association's *Planning* magazine. In the article "**A Tale of Three Cities: Where tech and talent boost the economy**" DED's Larry Rosenstrauch, Cindy Richmond, and Robyn Bailey help explain how the "national economy, the world of technology, and a community's culture and government" all lined up to help produce Loudoun's recent record setting growth and development.

The **Loudoun County Small Business Development Center** (www.loudounsbdc.org) is experiencing continued growth in 2001. Compared with last year at this time, counseling hours are up 72% and total clients are up 41%. By the end of July, the SBDC had counseled more than 275 clients working to start-up new businesses.

DED's Agricultural Marketing Manager Warren Howell made a trip to Winston-Salem, North Carolina for the July 21 **Virginia Tech Wineries Course**. Organized by Virginia Tech and the North Carolina Grape Grower's Association, the day-long seminar featured presentations on wine-making techniques, including methods of grape harvesting and wine bottling. Additional seminar topics included the chemistry and technology involved in successful wine making, and the economics of developing, operating, and turning a profit with wineries of varied size.

Recognizing the importance of workforce for Loudoun businesses to be successful, **DED Business Ambassador Pam Treadwell partnered with Loudoun County Public Schools** to give 110 middle and high school Career and Technical Teachers the opportunity to tour four Loudoun businesses. While on the tour, the teachers learned about present and future workforce trends that will have important effects on their students' business careers. The companies visited were America Online, Lansdowne, United Airlines, and United Litho. During a working lunch provided by Celebrations Catering, the Metropolitan Washington Airports Authority gave an overview of current and future airport expansions, including job growth and availability at Dulles Airport. A video was also shared with the audience on the new Air and Space Museum currently under construction at Dulles.

According to the August **US Forecast Summary**, consumer spending, due in part to increasing home sale revenues and income growth, has kept the United States out of recession. Despite expected weakness during the rest of 2001, if spending continues, analysts predict a vigorous recovery in other economic areas by the summer of 2002.